

Message Text

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ACTION EUR-12

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TO USDOC WASHDC

INFO SECSTATE WASHDC 8883

AMEMBASSY ANKARA

UNCLAS ISTANBUL 1912

E.O. 11652: N/A

TAGS: BEXP, TU

SUBJECT: PRIVATE LICENSING OPPORTUNITY - GASOLINE AND DIESEL
ENGINES UP TO 80 HORSEPOWER

1. COUNTRY: 489

2. POST: 03

3. NO.: 0001

4. DATE: 06/03/77

5. PRODUCTS OR SERVICES AND SIC NOS.:

3519100 GASOLINE ENGINES UNDER 11 HORSEPOWER

3519200 GASOLINE ENGINES 11-80 HORSEPOWER

3519310 DIESEL ENGINES TO 80 HORSEPOWER

6. ASSISTANCE SOUGHT: LICENSING OF TECHNOLOGY AND TRADEMARK

7. DESCRIPTION OF PROPOSED VENTURE: PROPOSER, A MANUFACTURER OF
GASOLINE AND DIESEL ENGINES OF 3.7 TO 15 HP UNDER ITALIAN LOMBARDINI
LICENSE, WISHES TO REPLACE OR EXPAND ITS PRESENT ENGINE LINE BY
SECURING A LICENSING AGREEMENT WITH A U.S. MANUFACTURER. EXPANSION
CURRENTLY UNDERWAY WILL INCREASE CAPACITY OF PRESENT ENGINE FACTORY
FROM 16,000 TO APPROXIMATELY 40,000 UNITS/YEAR.

8. NAME AND ADDRESS OF PROPOSER: CELIK MONTAJ TICARET VE SANAYII

A.S., EMIRLER SOKAK 3/1, SIRKECI, ISTANBUL. CABLE: CELIKMONTAJ;

TEL: 255005; TELEX: 22564 JAWA TR.

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9. WTDR: OCTOBER 1974

10. OFFICIAL'S NAME AND TITLE: MR. AHMET SIRMAN, COMMERCIAL
MANAGER

11. CURRENT BUSINESS: MANUFACTURER

12. PRINCIPAL PRODUCT LINES: SMALL GASOLINE AND DIESEL ENGINES,
MOTORCYCLES (JAWA) AND PICK-UP TRUCKS (SKODA).

13. PRESENT SIZE: LARGE

14. --

15. EXPERIENCE IN PROPOSED PRODUCT LINE: FIRM HAS EXTENSIVE
EXPERIENCE IN THE MANUFACTURE OF SMALL STATIONARY ENGINES AS WELL
AS MANUFACTURE OF MOTORCYCLE AND ASSEMBLY OF AUTOMOTIVE ENGINES.

16. PRESENT U.S. RELATIONSHIPS: FIRM HAS NO DIRECT RELATIONSHIP
WITH U.S. MANUFACTURERS.

17. SOURCE OF RAW MATERIALS OR COMPONENTS: FIRM CURRENTLY CASTS
AND MACHINES ENGINE BLOCKS AND CRANKCASES AND FABRICATES ALL OTHER
PARTS EXCEPT CYLINDER HEAD AND INTERNAL FORGINGS. CURRENT EXPANSION
TO PROVIDE FOR HEAD CASTING AND MACHINING, AND CRANK AND ROD
FORGINGS. PISTONS AND VALVES ARE PURCHASED FROM TURKISH SUB-
CONTRACTOR. CARBURETORS WILL CONTINUE TO BE IMPORTED.

18. REASON FOR AMERICAN PARTICIPATION: FIRM PREFERS TO UTILIZE
U.S. TECHNOLOGY.

19. REPORTING OFFICER'S COMMENTS: POTENTIAL LICENSEE HAS PREPARED
DETAILED MARKET STUDY WHICH INDICATES THAT 1976 TOTAL TURKISH
MARKET FOR STATIONARY ENGINES 2.5 TO 20 HORSEPOWER EXCEEDED 60,000
UNITS AND GROWTH IN RECENT YEARS EXCEEDS 20 PERCENT PER ANNUM.
MOST IMPORTANT APPLICATIONS ARE IRRIGATION, MARINE, AND CHEMICAL
SPRAYING. FIRM HAS EXCELLENT REPUTATION.

20. PUBLISH: YES

21. REPORTING OFFICER: ROBERT BECKHAM

22. ESTIMATED DOLLAR VALUE OF U.S. EXPORTS GENERATED: UNKNOWN.

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Message Attributes

Automatic Decaptoning: X
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Disposition Comment:
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